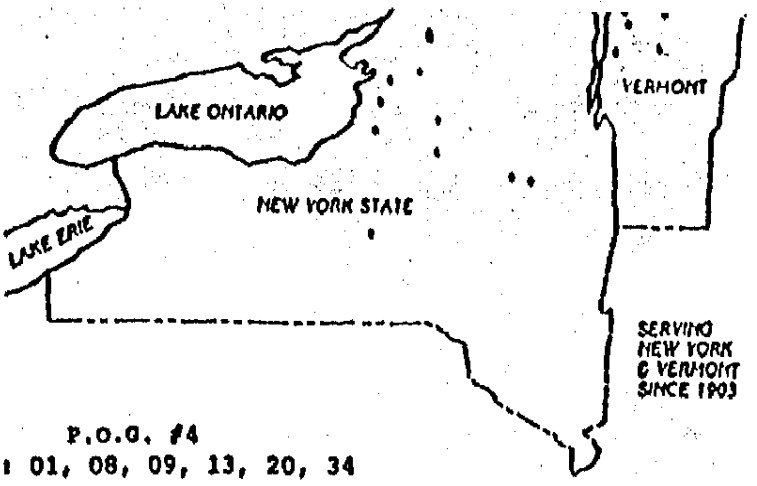
KINNEY DRUGS, INC.
20 MAIN STREET
GOUVERNEUR, NY 13642
(315) 287-1500



P.O.G. #4
STORES: 01, 08, 09, 13, 20, 34

RJR	RJR	RJR	RJR
LOR	RJR	RJR	RJR
LOR	LOR	B&W	B&W
LOR - 4 PM - 5	ATC	ATC	B&W
PM	ATC	ATC	B&W
PM	PM	PM - 6 L&M - 6	L&M
PM	PM	PM	PM
3'	4'	4'	4'

COMPANY	ROWS
RJR	87
LOR	35
B&W	52
ATC	52
L&M	19
PM	90

AUTHORIZED BY: Bob Johnson
Mr. Bob Johnson

2-12-93
Date

51860 8253

8-18-93

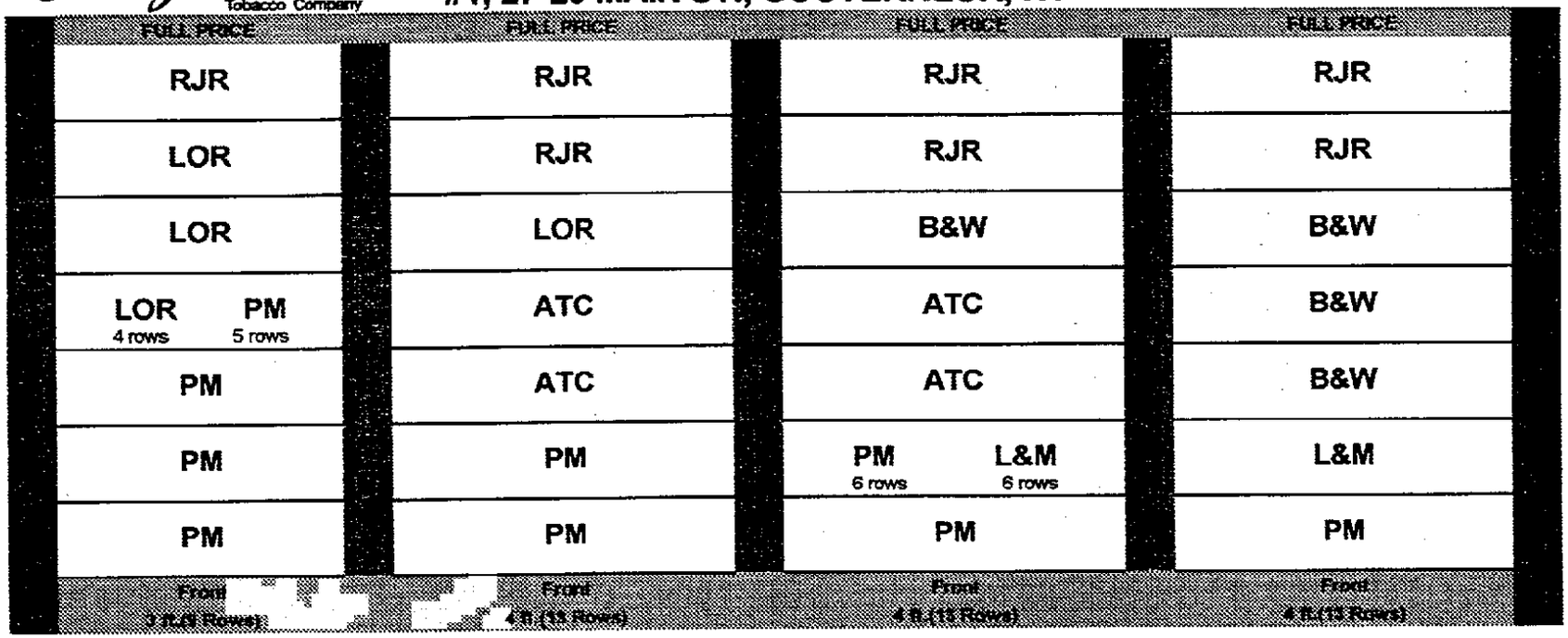
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#1, 27-29 MAIN ST., GOUVERNEUR, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	87	26.0%	87	$261.00	0	$0.00	$3,132.00
PM	42.9%	49.3%	23.5%	90	26.9%	90	$229.00	0	$0.00	$2,748.00
LOR	10.6%	13.8%	1.2%	35	10.4%	35	$134.00	0	$0.00	$1,608.00
B&W	8.0%	5.0%	17.0%	52	15.5%	52	$169.00	0	$0.00	$2,028.00
ATC	6.9%	5.2%	12.1%	52	15.5%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	19	5.7%	19	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	335	100.0%	335	$1,011.00	0	$0.00	$12,132.00

Approved by: _____ **Date:** _____

51860 8254

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

R J Reynolds Tobacco Company

KINNEY DRUG

#8, SEAWAY PLAZA, WATERTOWN, NY

CURRENT

FULL PRICE	FULL PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR	RJR
LOR	RJR	RJR	RJR
LOR	LOR	B&W	B&W
LOR 4 rows / PM 5 rows	ATC	ATC	B&W
PM	ATC	ATC	B&W
PM	PM	PM 6 rows / L&M 6 rows	L&M
PM	PM	PM	PM
Front 3 ft.(9 Rows)	Front 4 ft.(12 Rows)	Front 4 ft.(12 Rows)	Front 4 ft.(12 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	87	26.0%	87	$261.00	0	$0.00	$3,132.00
PM	42.9%	49.3%	23.5%	90	26.9%	90	$229.00	0	$0.00	$2,748.00
LOR	10.6%	13.8%	1.2%	35	10.4%	35	$134.00	0	$0.00	$1,608.00
B&W	8.0%	5.0%	17.0%	52	15.5%	52	$169.00	0	$0.00	$2,028.00
ATC	6.9%	5.2%	12.1%	52	15.5%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	19	5.7%	19	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	335	100.0%	335	$1,011.00	0	$0.00	$12,132.00

Approved by: _____ **Date:** _____

518608255

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

R J Reynolds Tobacco Company

KINNEY DRUG

#9, OGDENSBURG, NY

CURRENT

FULL PRICE	FULL PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR	RJR
LOR	RJR	RJR	RJR
LOR	LOR	B&W	B&W
LOR 4 rows / PM 5 rows	ATC	ATC	B&W
PM	ATC	ATC	B&W
PM	PM	PM 6 rows / L&M 6 rows	L&M
PM	PM	PM	PM
Front 3 ft. (9 Rows)	Front 4 ft. (13 Rows)	Front 4 ft. (13 Rows)	Front 4 ft. (13 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	87	26.0%	87	$261.00	0	$0.00	$3,132.00
PM	42.9%	49.3%	23.5%	90	26.9%	90	$229.00	0	$0.00	$2,748.00
LOR	10.6%	13.8%	1.2%	35	10.4%	35	$134.00	0	$0.00	$1,608.00
B&W	8.0%	5.0%	17.0%	52	15.5%	52	$169.00	0	$0.00	$2,028.00
ATC	6.9%	5.2%	12.1%	52	15.5%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	19	5.7%	19	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	335	100.0%	335	$1,011.00	0	$0.00	$12,132.00

Approved by: _____ **Date:** _____

51860 8256

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#13, EASTERN BLVD., WATERTOWN, NY

CURRENT

FULL PRICE	FULL PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR	RJR
LOR	RJR	RJR	RJR
LOR	LOR	B&W	B&W
LOR 4 rows / PM 5 rows	ATC	ATC	B&W
PM	ATC	ATC	B&W
PM	PM	PM 6 rows / L&M 6 rows	L&M
PM	PM	PM	PM
Front 3 ft.(9 Rows)	Front 4 ft.(13 Rows)	Front 4 ft.(13 Rows)	Front 4 ft.(13 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	87	26.0%	87	$261.00	0	$0.00	$3,132.00
PM	42.9%	49.3%	23.5%	90	26.9%	90	$229.00	0	$0.00	$2,748.00
LOR	10.6%	13.8%	1.2%	35	10.4%	35	$134.00	0	$0.00	$1,608.00
B&W	8.0%	5.0%	17.0%	52	15.5%	52	$169.00	0	$0.00	$2,028.00
ATC	6.9%	5.2%	12.1%	52	15.5%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	19	5.7%	19	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	335	100.0%	335	$1,011.00	0	$0.00	$12,132.00

Approved by: _____ Date: _____

51860 8257

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#20, LOWVILLE, NY

CURRENT

FULL PRICE	FULL PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR	RJR
LOR	RJR	RJR	RJR
LOR	LOR	B&W	B&W
LOR 4 rows / PM 5 rows	ATC	ATC	B&W
PM	ATC	ATC	B&W
PM	PM	PM 6 rows / L&M 6 rows	L&M
PM	PM	PM	PM
Front 3 ft (3 Rows)	Front 4 ft (13 Rows)	Front 4 ft (13 Rows)	Front 4 ft (13 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	87	26.0%	87	$261.00	0	$0.00	$3,132.00
PM	42.9%	49.3%	23.5%	90	26.9%	90	$229.00	0	$0.00	$2,748.00
LOR	10.6%	13.8%	1.2%	35	10.4%	35	$134.00	0	$0.00	$1,608.00
B&W	8.0%	5.0%	17.0%	52	15.5%	52	$169.00	0	$0.00	$2,028.00
ATC	6.9%	5.2%	12.1%	52	15.5%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	19	5.7%	19	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	335	100.0%	335	$1,011.00	0	$0.00	$12,132.00

Approved by: _____ **Date:** _____

51860 8258

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#34, 371 E. MAIN ST., GOUVERNEUR, NY

CURRENT

FULL PRICE	FULL PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR	RJR
LOR	RJR	RJR	RJR
LOR	LOR	B&W	B&W
LOR 4 rows / PM 5 rows	ATC	ATC	B&W
PM	ATC	ATC	B&W
PM	PM	PM 6 rows / L&M 6 rows	L&M
PM	PM	PM	PM
Front 3 F (9 Rows)	Front 4 F (13 Rows)	Front 4 F (13 Rows)	Front 4 F (13 Rows)

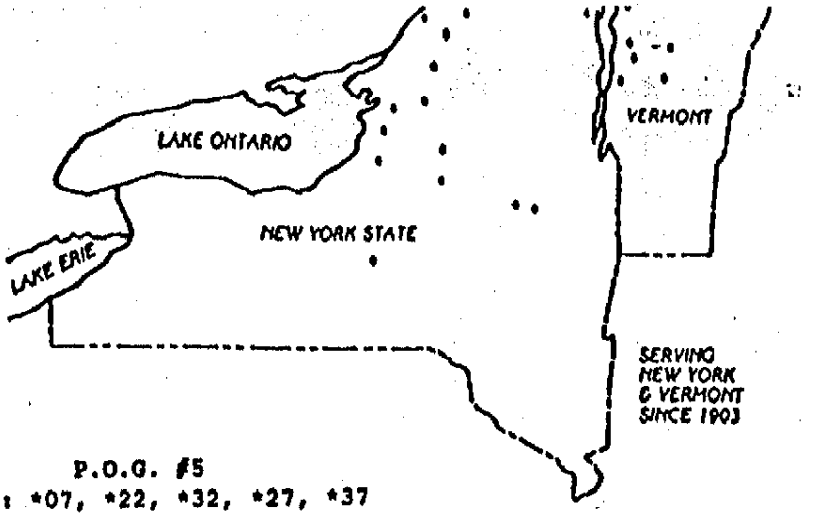
	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	87	26.0%	87	$261.00	0	$0.00	$3,132.00
PM	42.9%	49.3%	23.5%	90	26.9%	90	$229.00	0	$0.00	$2,748.00
LOR	10.6%	13.8%	1.2%	35	10.4%	35	$134.00	0	$0.00	$1,608.00
B&W	8.0%	5.0%	17.0%	52	15.5%	52	$169.00	0	$0.00	$2,028.00
ATC	6.9%	5.2%	12.1%	52	15.5%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	19	5.7%	19	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	335	100.0%	335	$1,011.00	0	$0.00	$12,132.00

Approved by: _____ **Date:** _____

51860 8259

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

KINNEY DRUGS, INC.
29 MAIN STREET
GOUVERNEUR, NY 13642
(315) 287-1500



P.O.G. #5
STORES: *07, *22, *32, *27, *37

RJR	RJR	RJR	RJR
RJR	RJR	RJR	B&W
LOR	LOR	LOR	B&W
PM	PM	ATC	B&W
PM	PM	ATC	ATC
PM	PM	ATC	ATC
PM	PM	L&M	L&M
3'	3'	3'	3'

COMPANY	ROWS
RJR	63
LOR	27
B&W	27
ATC	45
L&M	18
PM	72

*
B&W
B&W
B&W
B&W
B&W

B&W PERMANENT FLOOR DISPLAY
5 SHELVES, 5 ROWS

AUTHORIZED BY: Bob Johnson
Mr. Bob Johnson

7-12-93
Date

51860 8260

8-18-93

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

R J Reynolds Tobacco Company

KINNEY DRUG

#7, ROUTE 281, CORTLAND, NY

CURRENT

FULL PRICE	FULL PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR	RJR
RJR	RJR	RJR	B&W
LOR	LOR	LOR	B&W
PM	PM	ATC	B&W
PM	PM	ATC	ATC
PM	PM	ATC	ATC
PM	PM	L&M	L&M
Front 3 ft.(9 Rows)	Front 3 ft.(9 Rows)	Front 3 ft.(9 Rows)	Front 3 ft.(9 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	63	25.0%	63	$189.00	0	$0.00	$2,268.00
PM	42.9%	49.3%	23.5%	72	28.6%	72	$0.00	0	$0.00	$0.00
LOR	10.6%	13.8%	1.2%	27	10.7%	27	$111.00	0	$0.00	$1,332.00
B&W	8.0%	5.0%	17.0%	27	10.7%	27	$87.75	0	$0.00	$1,053.00
ATC	6.9%	5.2%	12.1%	45	17.9%	45	$144.50	0	$0.00	$1,734.00
L&M	2.3%	1.5%	4.6%	18	7.1%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	252	100.0%	252	$588.25	0	$0.00	$7,059.00

Approved by: _____ **Date:** _____

51860 8261

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

R J Reynolds Tobacco Company

KINNEY DRUG

#22, VERGENNES, VT

CURRENT

FULL PRICE	FULL PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR	RJR
RJR	RJR	RJR	B&W
LOR	LOR	LOR	B&W
PM	PM	ATC	B&W
PM	PM	ATC	ATC
PM	PM	ATC	ATC
PM	PM	L&M	L&M
Front 3 ft.(8 Rows)	Front 3 ft.(8 Rows)	Front 3 ft.(8 Rows)	Front 3 ft.(9 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Savings Price Annual Payment
RJR	29.4%	25.3%	41.7%	63	25.0%	63	$189.00	0	$0.00	$2,268.00
PM	42.9%	49.3%	23.5%	72	28.6%	72	$0.00	0	$0.00	$0.00
LOR	10.6%	13.8%	1.2%	27	10.7%	27	$111.00	0	$0.00	$1,332.00
B&W	8.0%	5.0%	17.0%	27	10.7%	27	$87.75	0	$0.00	$1,053.00
ATC	6.9%	5.2%	12.1%	45	17.9%	45	$144.50	0	$0.00	$1,734.00
L&M	2.3%	1.5%	4.6%	18	7.1%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	252	100.0%	252	$588.25	0	$0.00	$7,059.00

Approved by: _____ **Date:** _____

51860 8262

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

R.J. Reynolds Tobacco Company

KINNEY DRUG

#27, ILION, NY

CURRENT

FULL PRICE	FULL PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR	RJR
RJR	RJR	RJR	B&W
LOR	LOR	LOR	B&W
PM	PM	ATC	B&W
PM	PM	ATC	ATC
PM	PM	ATC	ATC
PM	PM	L&M	L&M
Front 3 ft.(6 Rows)	Front 3 ft.(6 Rows)	Front 3 ft.(6 Rows)	Front 3 ft.(6 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	63	25.0%	63	$189.00	0	$0.00	$2,268.00
PM	42.9%	49.3%	23.5%	72	28.6%	72	$0.00	0	$0.00	$0.00
LOR	10.6%	13.8%	1.2%	27	10.7%	27	$111.00	0	$0.00	$1,332.00
B&W	8.0%	5.0%	17.0%	27	10.7%	27	$87.75	0	$0.00	$1,053.00
ATC	6.9%	5.2%	12.1%	45	17.9%	45	$144.50	0	$0.00	$1,734.00
L&M	2.3%	1.5%	4.6%	18	7.1%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	252	100.0%	252	$588.25	0	$0.00	$7,059.00

Approved by: _____ **Date:** _____

51860 8263

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#32, BREWERTON, NY

CURRENT

FULL PRICE	FULL PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR	RJR
RJR	RJR	RJR	B&W
LOR	LOR	LOR	B&W
PM	PM	ATC	B&W
PM	PM	ATC	ATC
PM	PM	ATC	ATC
PM	PM	L&M	L&M
Front 3 ft.(9 Rows)	Front 3 ft.(9 Rows)	Front 3 ft.(9 Rows)	Front 3 ft.(9 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	63	25.0%	63	$189.00	0	$0.00	$2,268.00
PM	42.9%	49.3%	23.5%	72	28.6%	72	$0.00	0	$0.00	$0.00
LOR	10.6%	13.8%	1.2%	27	10.7%	27	$111.00	0	$0.00	$1,332.00
B&W	8.0%	5.0%	17.0%	27	10.7%	27	$87.75	0	$0.00	$1,053.00
ATC	6.9%	5.2%	12.1%	45	17.9%	45	$144.50	0	$0.00	$1,734.00
L&M	2.3%	1.5%	4.6%	18	7.1%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	252	100.0%	252	$588.25	0	$0.00	$7,059.00

Approved by: _____ **Date:** _____

51860 8264

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#37, BRIDGEPORT, NY

CURRENT

FULL PRICE	FULL PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR	RJR
RJR	RJR	RJR	B&W
LOR	LOR	LOR	B&W
PM	PM	ATC	B&W
PM	PM	ATC	ATC
PM	PM	ATC	ATC
PM	PM	L&M	L&M
Front 3 ft.(9 Rows)	Front 3 ft.(9 Rows)	Front 3 ft.(9 Rows)	Front 3 ft.(9 Rows)

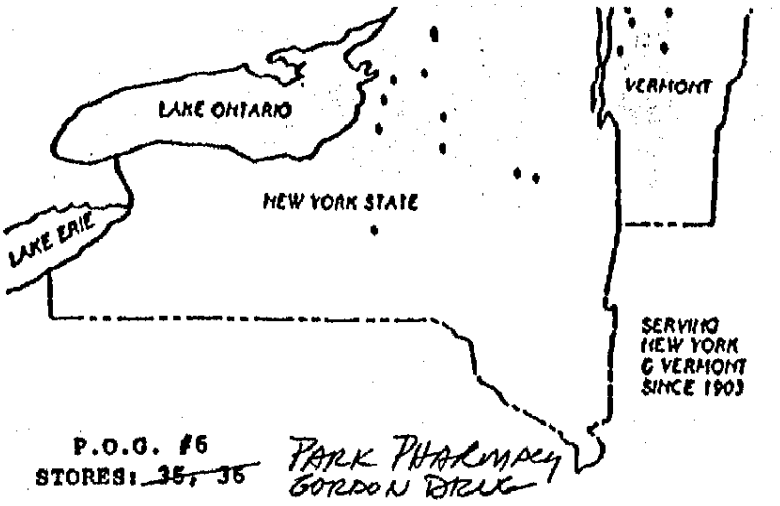
	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	63	25.0%	63	$189.00	0	$0.00	$2,268.00
PM	42.9%	49.3%	23.5%	72	28.6%	72	$0.00	0	$0.00	$0.00
LOR	10.6%	13.8%	1.2%	27	10.7%	27	$111.00	0	$0.00	$1,332.00
B&W	8.0%	5.0%	17.0%	27	10.7%	27	$87.75	0	$0.00	$1,053.00
ATC	6.9%	5.2%	12.1%	45	17.9%	45	$144.50	0	$0.00	$1,734.00
L&M	2.3%	1.5%	4.6%	18	7.1%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	252	100.0%	252	$588.25	0	$0.00	$7,059.00

Approved by: _____ Date: _____

51860 8265

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

KINNEY DRUGS, INC.
29 MAIN STREET
GOUVERNEUR, NY 13642
(315) 287-1500



P.O.G. #6
STORES: ~~35, 36~~ PARK PHARMACY GORDON DRUG

DO NOT UPDATE FOR ~~PARK PH~~ GORDON DRUG

PH	PH	RJR	RJR
PH	PH	RJR	RJR
PH	PH	RJR	RJR
PH	LOR	LOR	RJR
PH	LOR	B&W	ATC
PH	B&W	B&W	ATC
L&M	L&M - 6 B&W - 6	B&W - 6 ATC -6	ATC
4'	4'	4'	4'

COMPANY	ROWS
RJR	91
LOR	39
B&W	52
ATC	45
L&M	19
PH	117

AUTHORIZED BY: Bob Johnson
Mr. Bob Johnson
7-12-93
Date

51860 8266

8-18-93

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

PARK PHARMACY

CURRENT

FULL PRICE	FULL PRICE	FULL PRICE	FULL PRICE
PM	PM	RJR	RJR
PM	PM	RJR	RJR
PM	PM	RJR	RJR
PM	LOR	LOR	RJR
PM	LOR	B&W	ATC
PM	B&W	B&W	ATC
L&M	L&M 6 rows / B&W 6 rows	B&W 6 rows / ATC 6 rows	ATC
Front 4 ft.(13 Rows)	Front 4 ft.(13 Rows)	Front 4 ft.(13 Rows)	Front 4 ft.(13 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	91	25.1%	91	$273.00	0	$0.00	$3,276.00
PM	42.9%	49.3%	23.5%	117	32.3%	117	$337.00	0	$0.00	$4,044.00
LOR	10.6%	13.8%	1.2%	39	10.8%	39	$134.00	0	$0.00	$1,608.00
B&W	8.0%	5.0%	17.0%	51	14.1%	51	$165.75	0	$0.00	$1,989.00
ATC	6.9%	5.2%	12.1%	45	12.4%	45	$144.50	0	$0.00	$1,734.00
L&M	2.3%	1.5%	4.6%	19	5.2%	19	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	362	100.0%	362	$1,110.25	0	$0.00	$13,323.00

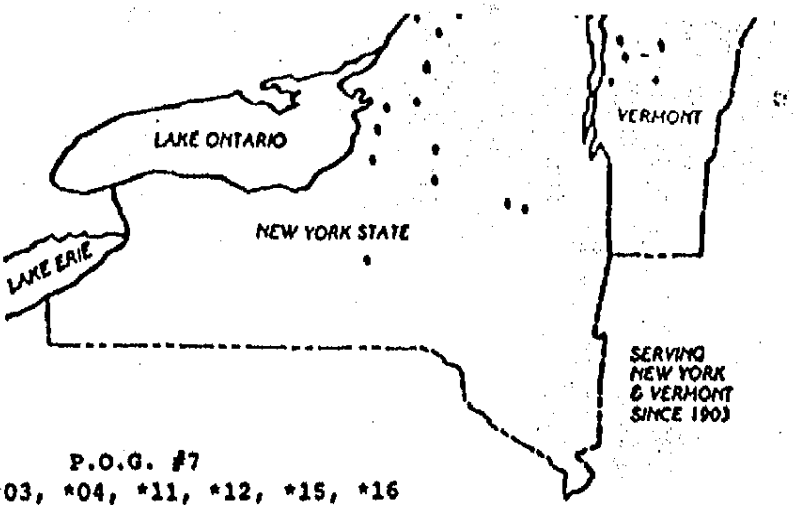
Approved by: _____ **Date:** _____

51860 8267

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

KINNEY DRUGS, INC.
29 MAIN STREET
GOUVERNEUR, NY 13642
(315) 287-1500



P.O.G. #7
STORES: *03, *04, *11, *12, *15, *16
*17, *18, *19, *24, *25, *28

RJR	RJR	RJR
LOR	RJR	RJR
LOR	LOR - 4 B&W - 8	B&W
PM	ATC	ATC
PM	ATC	ATC
PM	PM	PM
PM	PM - 7 L&M - 5	L&M
4'	4'	4'

COMPANY	ROWS
RJR	65
LOR	30
B&W	21
ATC	52
L&M	18
PM	85

*
B&W
B&W
B&W
B&W
B&W

B&W PERMANENT FLOOR DISPLAY
5 SHELVES, 5 ROWS

AUTHORIZED BY: Bob Johnson
Mr. Bob Johnson

7-12-93
Date

51860 8268

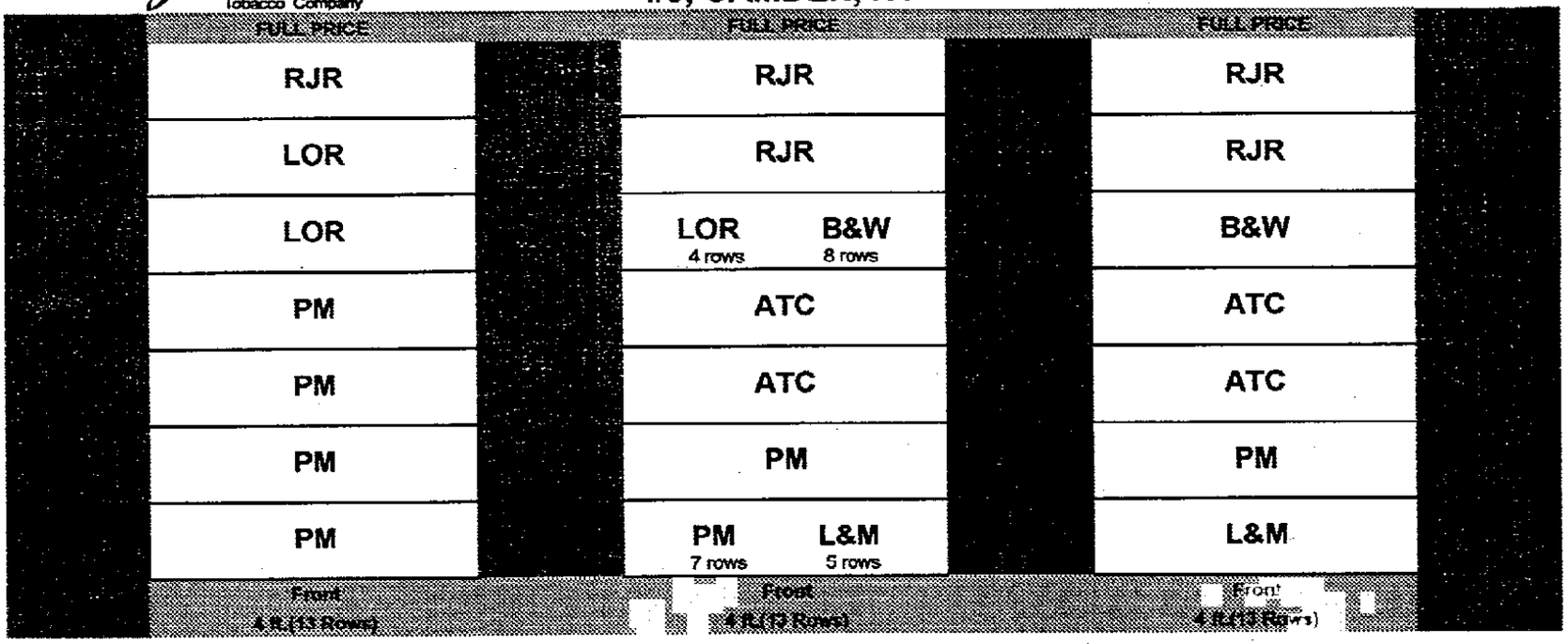
8-18-93

RJ Reynolds Tobacco Company

KINNEY DRUG

#3, CAMDEN, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	65	24.0%	65	$195.00	0	$0.00	$2,340.00
PM	42.9%	49.3%	23.5%	85	31.4%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	30	11.1%	30	$126.00	0	$0.00	$1,512.00
B&W	8.0%	5.0%	17.0%	21	7.7%	21	$68.25	0	$0.00	$819.00
ATC	6.9%	5.2%	12.1%	52	19.2%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	6.6%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	271	100.0%	271	$816.25	0	$0.00	$9,795.00

Approved by: _____ **Date:** _____

51860 8269

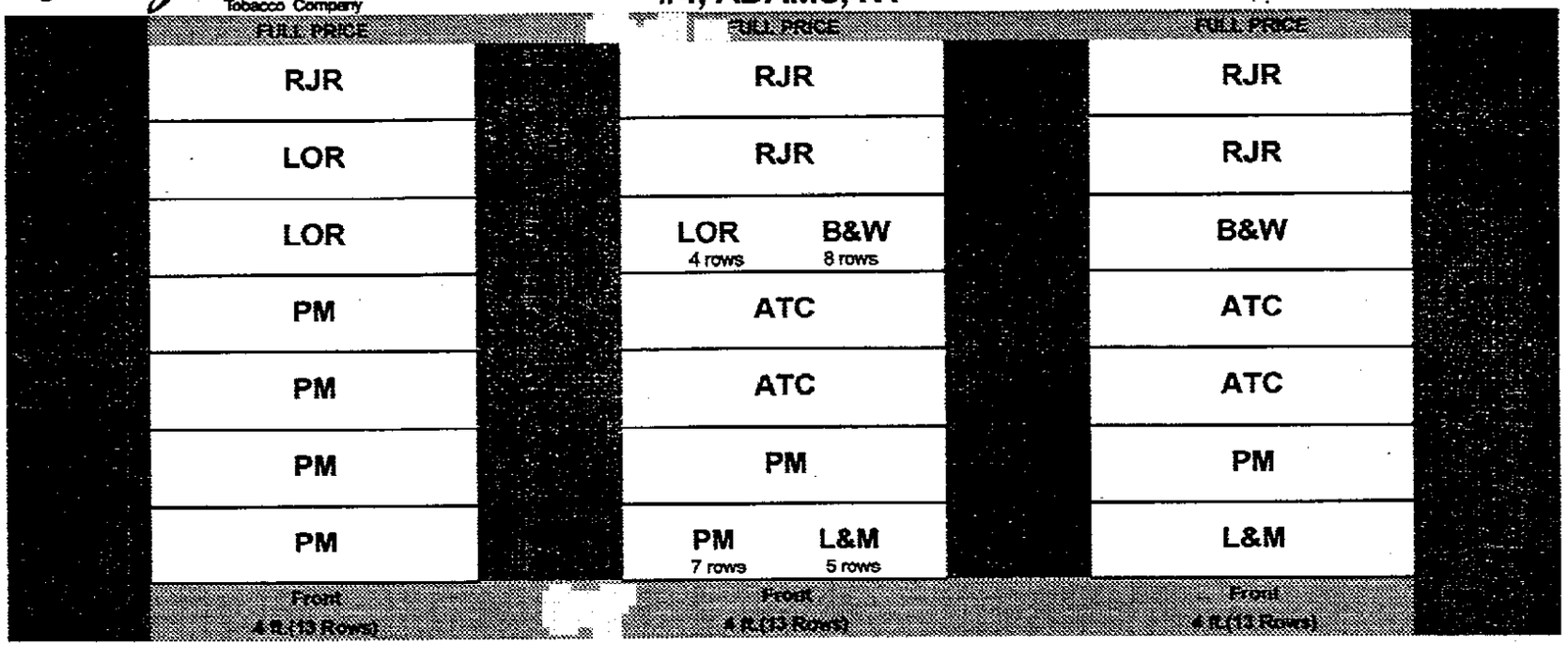
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#4, ADAMS, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Savings Price Annual Payment
RJR	29.4%	25.3%	41.7%	65	24.0%	65	$195.00	0	$0.00	$2,340.00
PM	42.9%	49.3%	23.5%	85	31.4%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	30	11.1%	30	$126.00	0	$0.00	$1,512.00
B&W	8.0%	5.0%	17.0%	21	7.7%	21	$68.25	0	$0.00	$819.00
ATC	6.9%	5.2%	12.1%	52	19.2%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	6.6%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	271	100.0%	271	$816.25	0	$0.00	$9,795.00

Approved by: _____ **Date:** _____

51860 8270

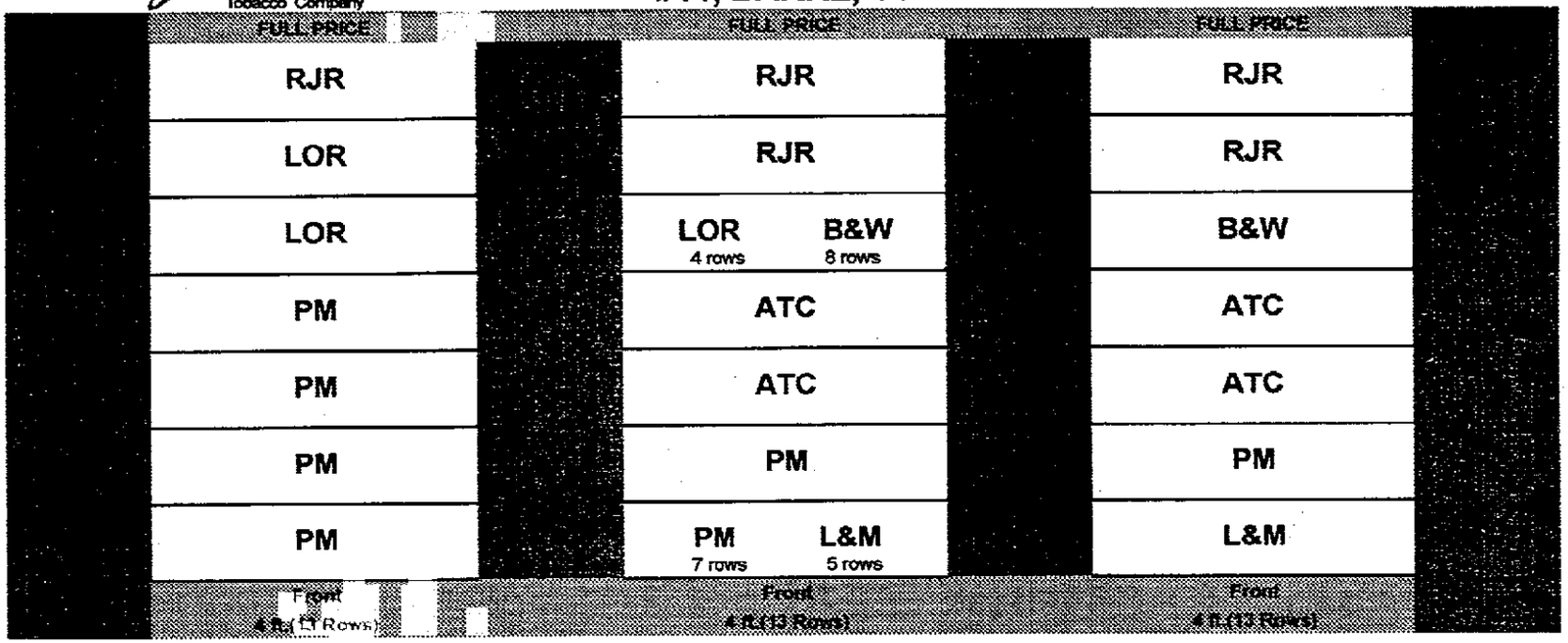
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#11, BARRE, VT

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	65	24.0%	65	$195.00	0	$0.00	$2,340.00
PM	42.9%	49.3%	23.5%	85	31.4%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	30	11.1%	30	$126.00	0	$0.00	$1,512.00
B&W	8.0%	5.0%	17.0%	21	7.7%	21	$68.25	0	$0.00	$819.00
ATC	6.9%	5.2%	12.1%	52	19.2%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	6.6%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	271	100.0%	271	$816.25	0	$0.00	$9,795.00

Approved by: _____ **Date:** _____

51860 8271

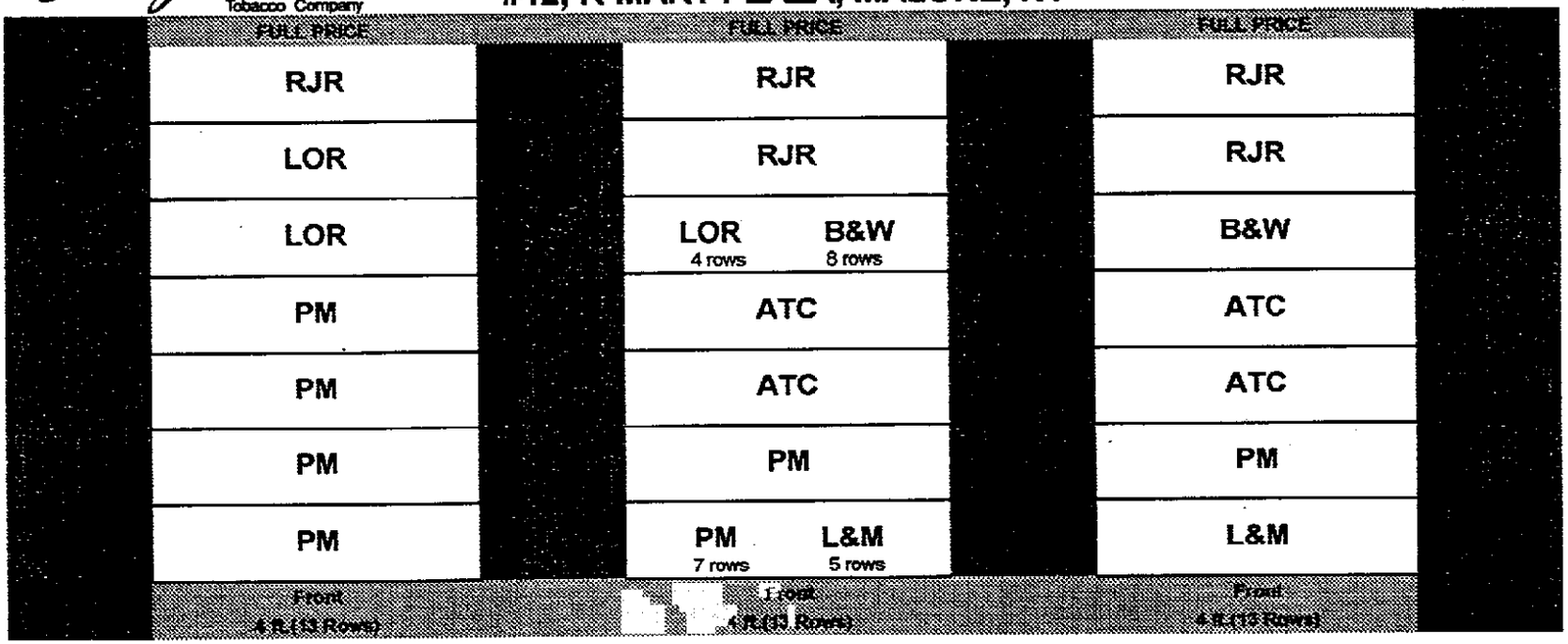
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#12, K-MART PLAZA, MALONE, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	65	24.0%	65	$195.00	0	$0.00	$2,340.00
PM	42.9%	49.3%	23.5%	85	31.4%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	30	11.1%	30	$126.00	0	$0.00	$1,512.00
B&W	8.0%	5.0%	17.0%	21	7.7%	21	$68.25	0	$0.00	$819.00
ATC	6.9%	5.2%	12.1%	52	19.2%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	6.6%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	271	100.0%	271	$816.25	0	$0.00	$9,795.00

Approved by: _____ **Date:** _____

51860 8272

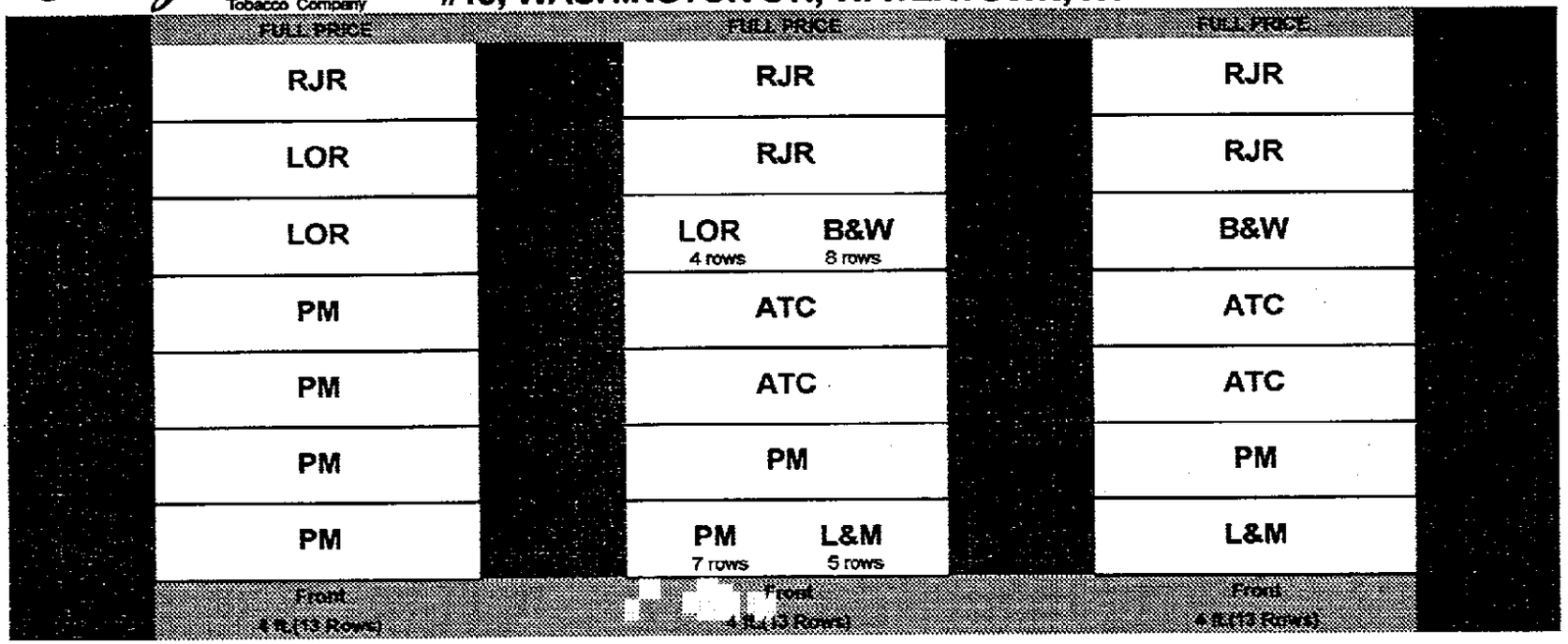
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#15, WASHINGTON ST., WATERTOWN, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	65	24.0%	65	$195.00	0	$0.00	$2,340.00
PM	42.9%	49.3%	23.5%	85	31.4%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	30	11.1%	30	$126.00	0	$0.00	$1,512.00
B&W	8.0%	5.0%	17.0%	21	7.7%	21	$68.25	0	$0.00	$819.00
ATC	6.9%	5.2%	12.1%	52	19.2%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	6.6%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	271	100.0%	271	$816.25	0	$0.00	$9,795.00

Approved by: _____ **Date:** _____

51860 8273

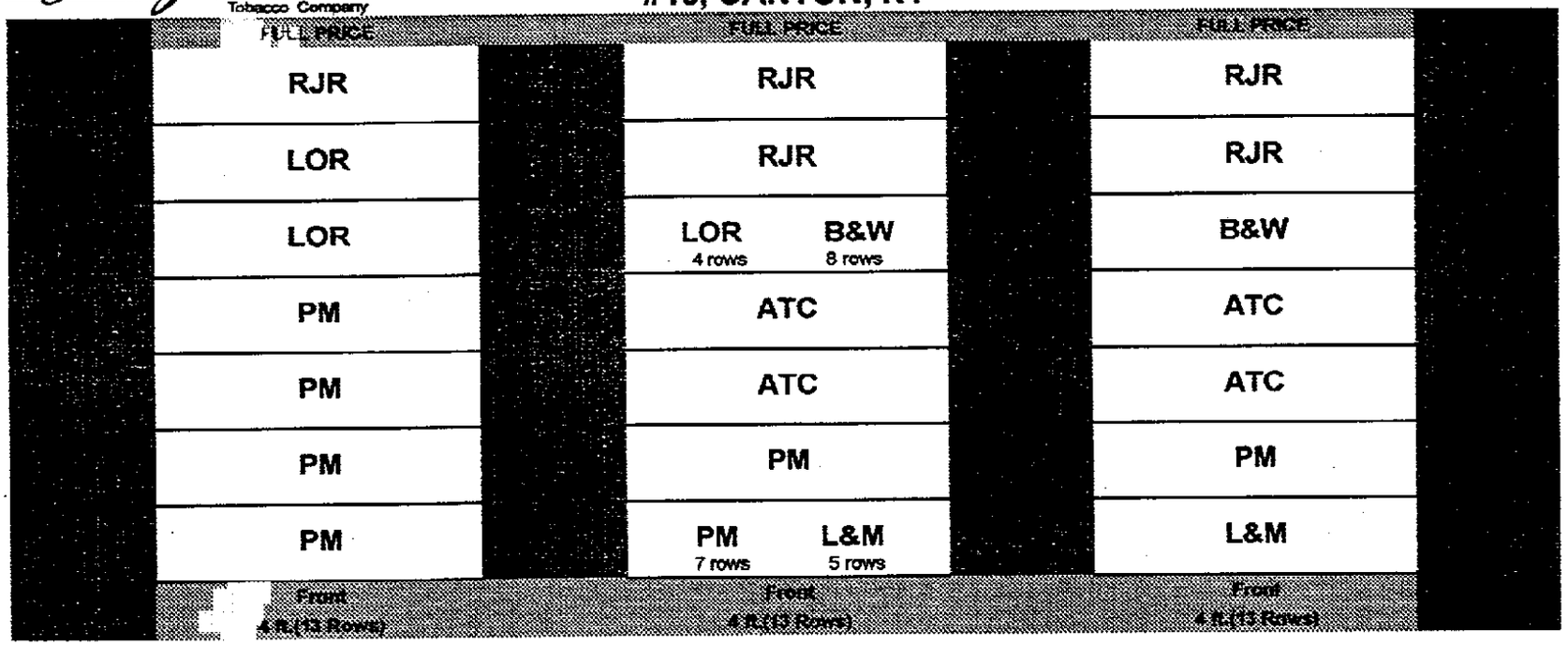
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

R.J. Reynolds Tobacco Company

KINNEY DRUG

#16, CANTON, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price		Savings Price		
						Rows	Monthly Payment	Rows	Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	65	24.0%	65	$195.00	0	$0.00	$2,340.00
PM	42.9%	49.3%	23.5%	85	31.4%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	30	11.1%	30	$126.00	0	$0.00	$1,512.00
B&W	8.0%	5.0%	17.0%	21	7.7%	21	$68.25	0	$0.00	$819.00
ATC	6.9%	5.2%	12.1%	52	19.2%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	6.6%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	271	100.0%	271	$816.25	0	$0.00	$9,795.00

Approved by: _____ **Date:** _____

51860 8274

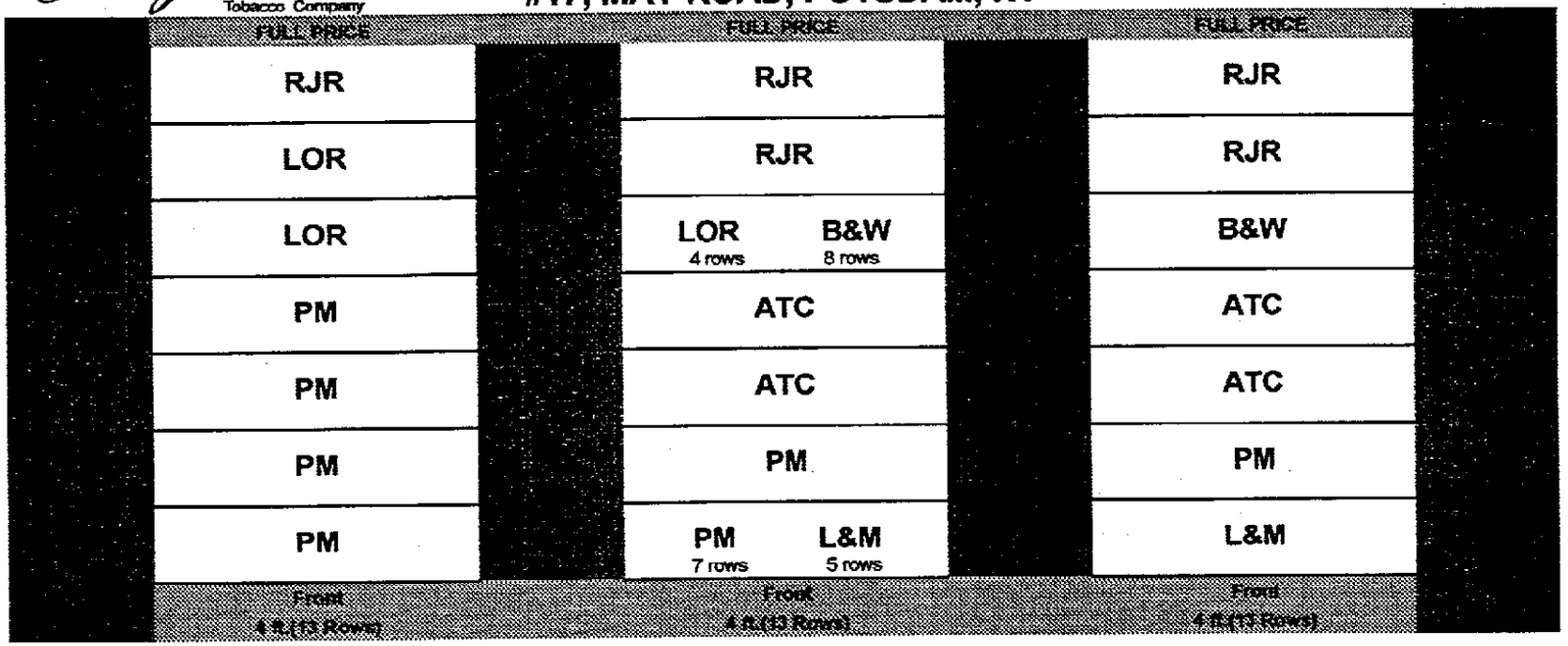
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

R.J. Reynolds Tobacco Company

KINNEY DRUG

#17, MAY ROAD, POTSDAM, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price		Savings Price		
						Rows	Monthly Payment	Rows	Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	65	24.0%	65	$195.00	0	$0.00	$2,340.00
PM	42.9%	49.3%	23.5%	85	31.4%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	30	11.1%	30	$126.00	0	$0.00	$1,512.00
B&W	8.0%	5.0%	17.0%	21	7.7%	21	$68.25	0	$0.00	$819.00
ATC	6.9%	5.2%	12.1%	52	19.2%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	6.6%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	271	100.0%	271	$616.25	0	$0.00	$9,795.00

Approved by: _____ **Date:** _____

51860 8275

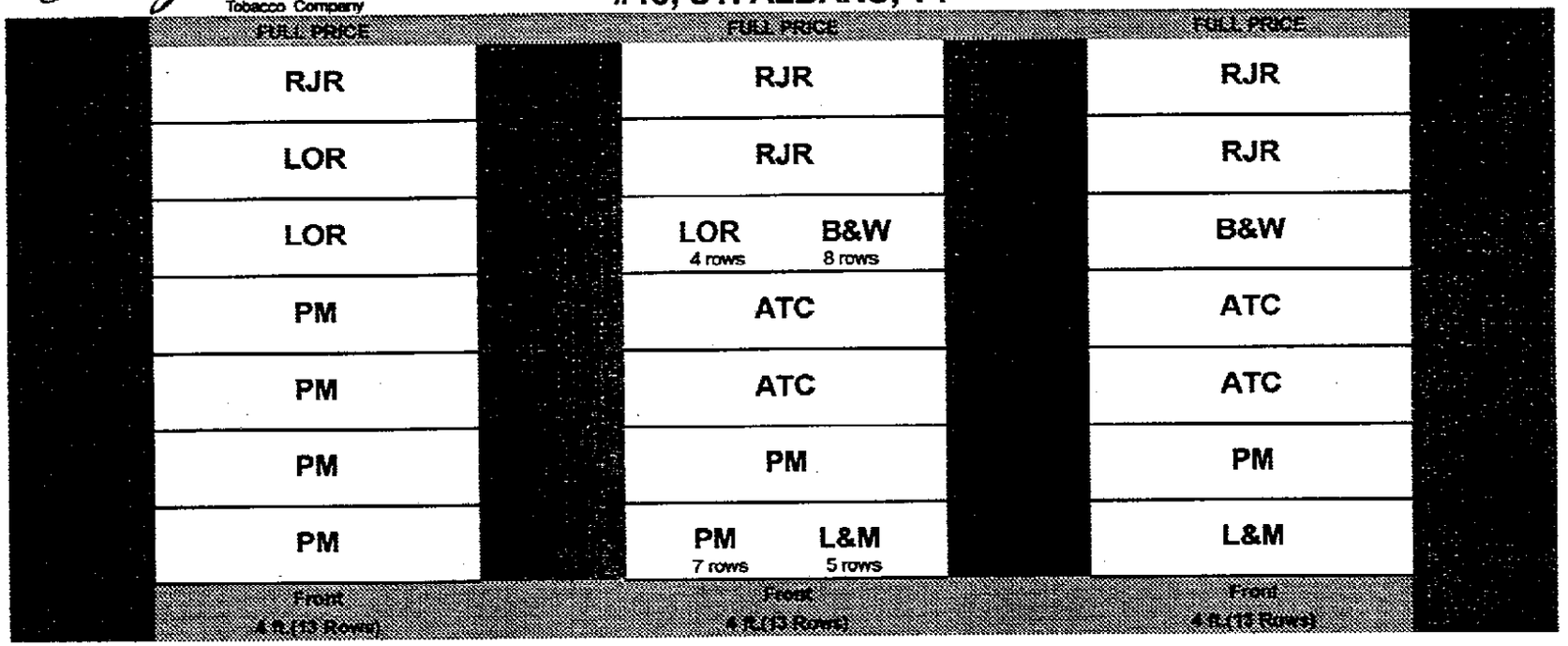
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#18, ST. ALBANS, VT

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	65	24.0%	65	$195.00	0	$0.00	$2,340.00
PM	42.9%	49.3%	23.5%	85	31.4%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	30	11.1%	30	$126.00	0	$0.00	$1,512.00
B&W	8.0%	5.0%	17.0%	21	7.7%	21	$68.25	0	$0.00	$819.00
ATC	6.9%	5.2%	12.1%	52	19.2%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	6.6%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	271	100.0%	271	$816.25	0	$0.00	$9,795.00

Approved by: _____ **Date:** _____

51860 8276

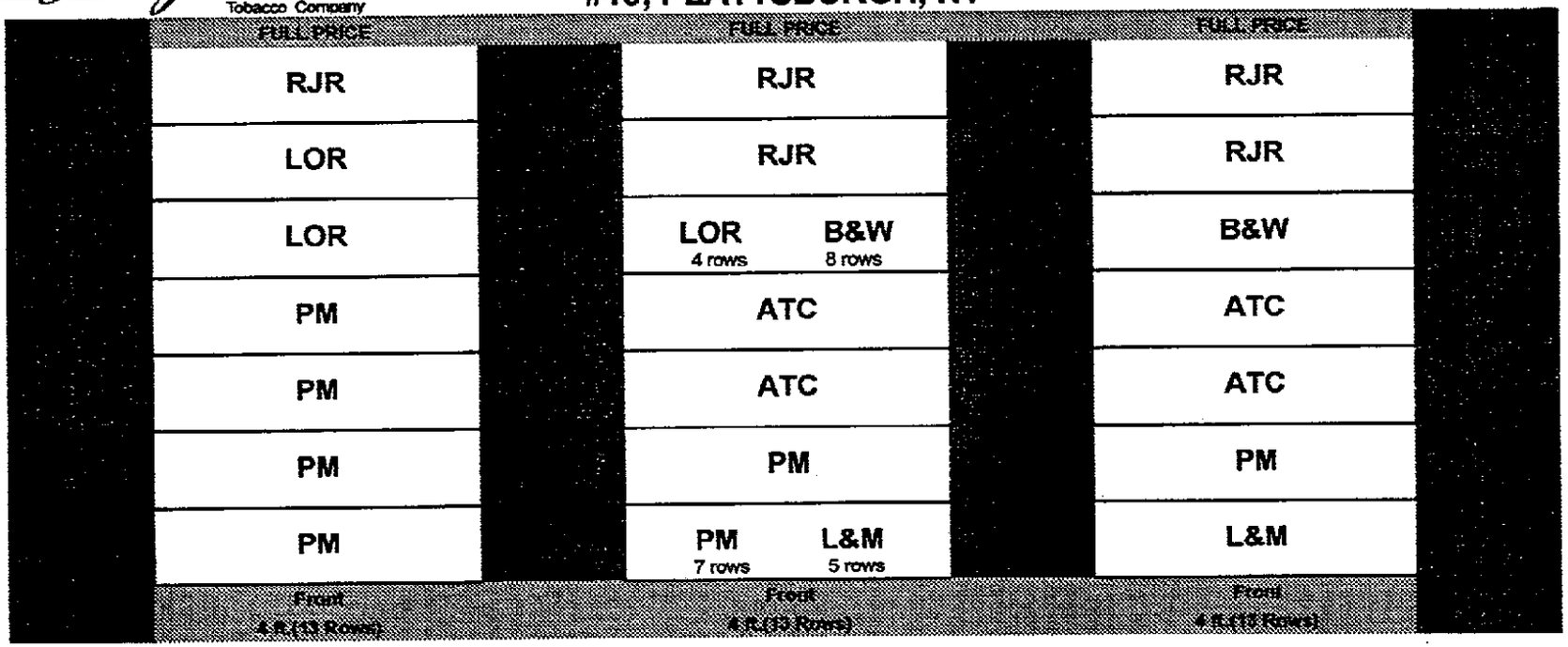
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#19, PLATTSBURGH, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price		Savings Price		
						Rows	Monthly Payment	Rows	Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	65	24.0%	65	$195.00	0	$0.00	$2,340.00
PM	42.9%	49.3%	23.5%	85	31.4%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	30	11.1%	30	$126.00	0	$0.00	$1,512.00
B&W	8.0%	5.0%	17.0%	21	7.7%	21	$68.25	0	$0.00	$819.00
ATC	6.9%	5.2%	12.1%	52	19.2%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	6.6%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	271	100.0%	271	$816.25	0	$0.00	$9,795.00

Approved by: _____ **Date:** _____

51860 8277

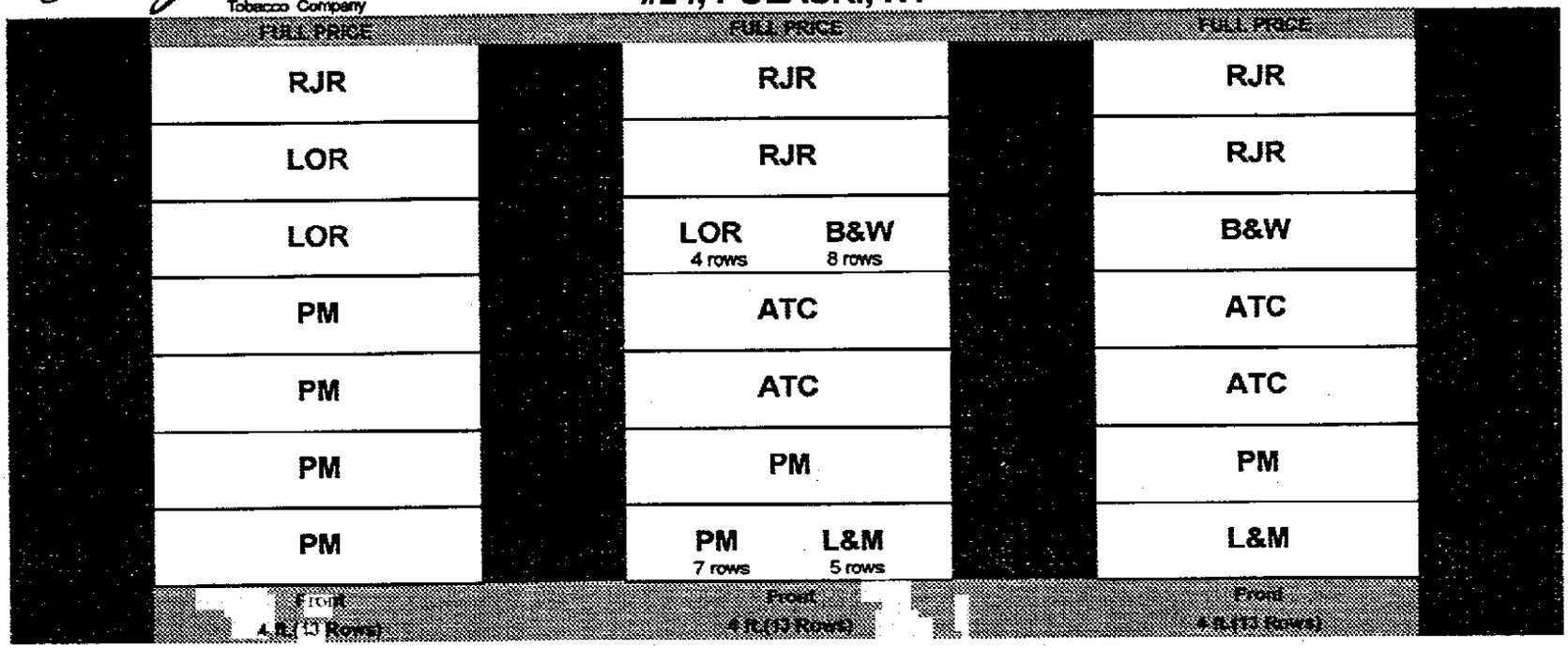
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

R.J. Reynolds Tobacco Company

KINNEY DRUG

#24, PULASKI, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	65	24.0%	65	$195.00	0	$0.00	$2,340.00
PM	42.9%	49.3%	23.5%	85	31.4%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	30	11.1%	30	$126.00	0	$0.00	$1,512.00
B&W	8.0%	5.0%	17.0%	21	7.7%	21	$68.25	0	$0.00	$819.00
ATC	6.9%	5.2%	12.1%	52	19.2%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	6.6%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	271	100.0%	271	$816.25	0	$0.00	$9,795.00

Approved by: _____ **Date:** _____

51860 8278

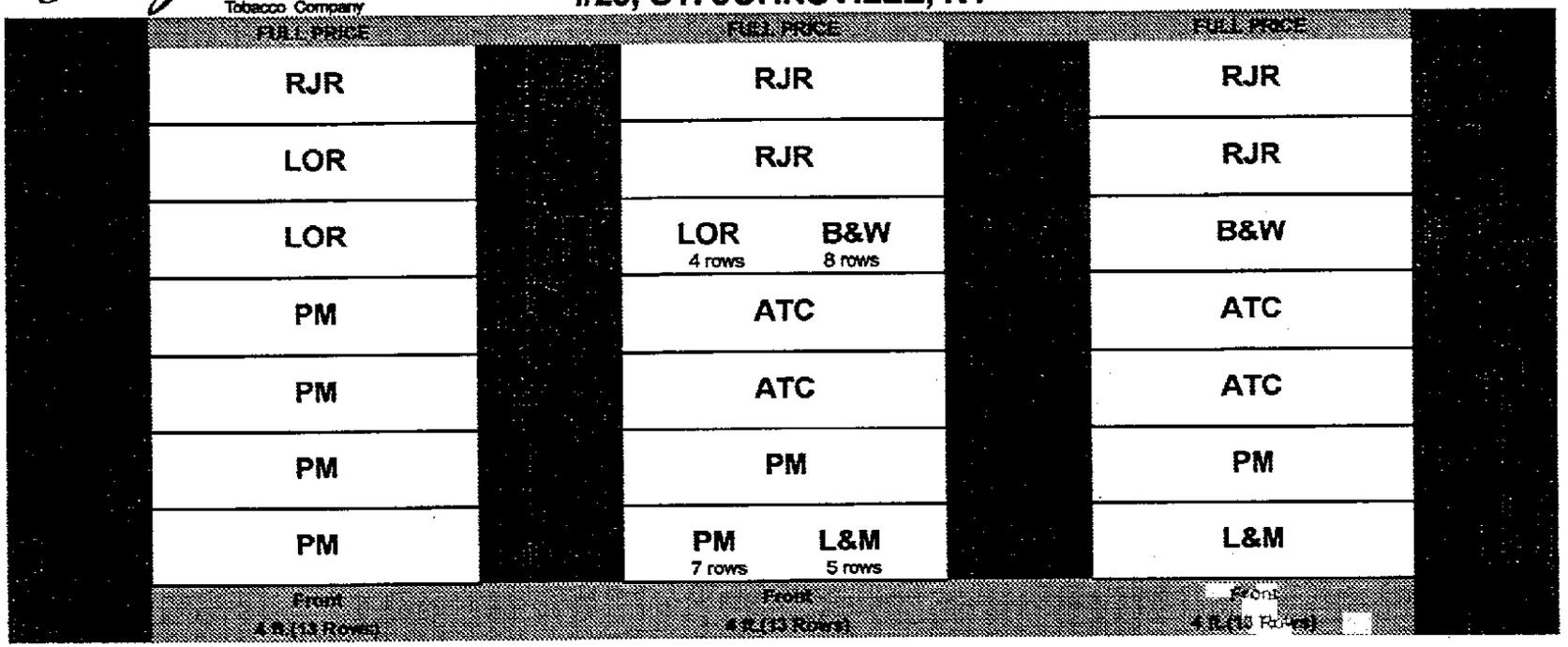
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#25, ST. JOHNSVILLE, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	65	24.0%	65	$195.00	0	$0.00	$2,340.00
PM	42.9%	49.3%	23.5%	85	31.4%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	30	11.1%	30	$126.00	0	$0.00	$1,512.00
B&W	8.0%	5.0%	17.0%	21	7.7%	21	$68.25	0	$0.00	$819.00
ATC	6.9%	5.2%	12.1%	52	19.2%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	6.6%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	271	100.0%	271	$816.25	0	$0.00	$9,795.00

Approved by: _____ **Date:** _____

51860 8279

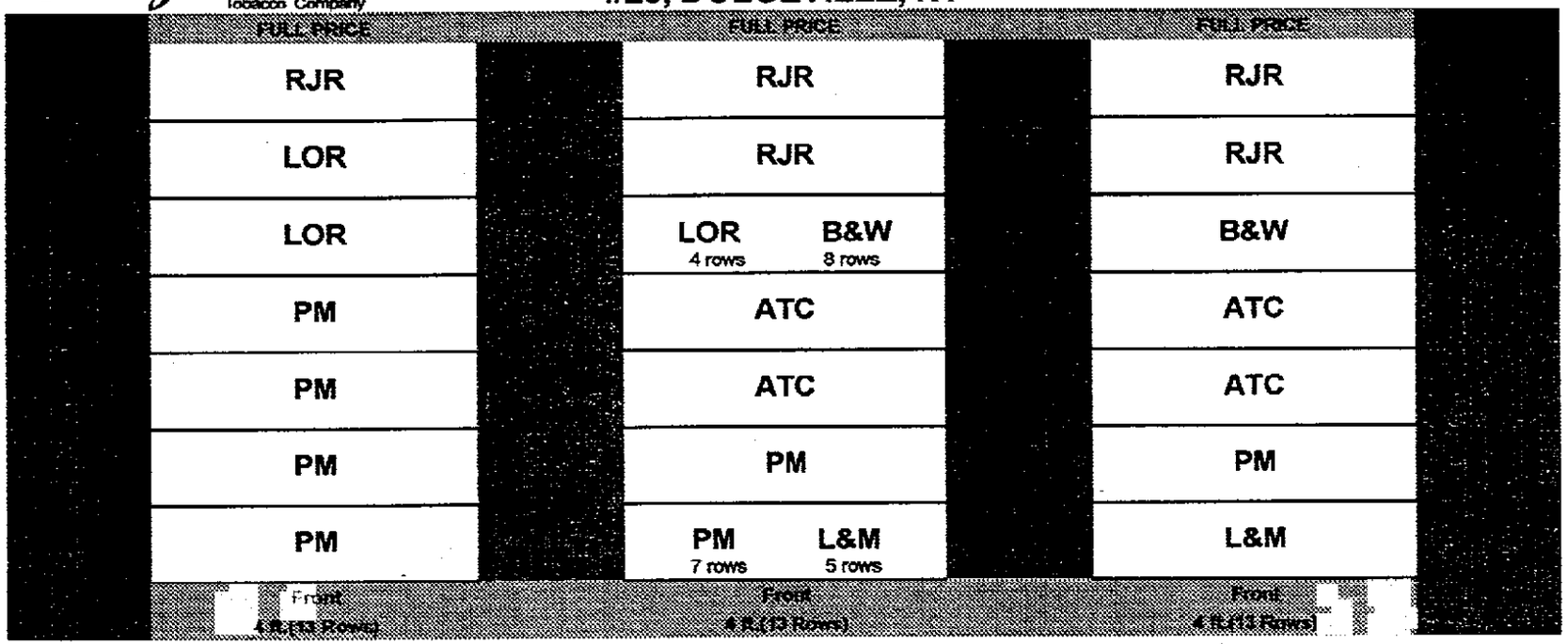
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#28, DOLGEVILLE, NY

CURRENT



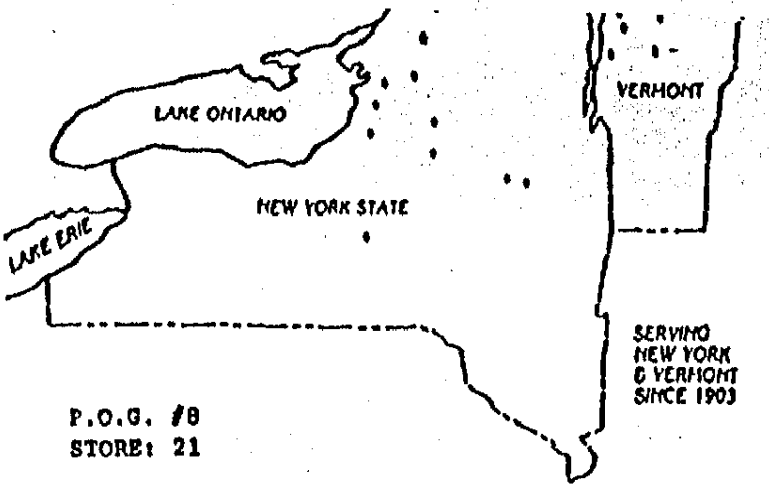
	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	65	24.0%	65	$195.00	0	$0.00	$2,340.00
PM	42.9%	49.3%	23.5%	85	31.4%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	30	11.1%	30	$126.00	0	$0.00	$1,512.00
B&W	8.0%	5.0%	17.0%	21	7.7%	21	$68.25	0	$0.00	$819.00
ATC	6.9%	5.2%	12.1%	52	19.2%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	6.6%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	271	100.0%	271	$816.25	0	$0.00	$9,795.00

Approved by: _____ **Date:** _____

51860 8280

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

KINNEY DRUGS, INC.
29 MAIN STREET
GOUVERNEUR, NY 13642
(315) 287-1500



P.O.G. #8
STORE: 21

RJR	RJR	RJR	RJR
RJR	RJR	RJR	ATC
LOR	B&W	B&W	ATC
LOR	B&W	PM	ATC
PM	PM	PM	ATC
PM	PM	PM - 7 L&M - 5	L&M
////////////	////////////	////////////	////////////
4'	4'	4'	4'

COMPANY	ROWS
RJR	91
LOR	26
B&W	39
ATC	52
L&M	18
PM	85

AUTHORIZED BY: Bob Johnson
Mr. Bob Johnson

7-12-93
Date

51860 8281

8-18-93

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#21, ESSEX JUNCTION, VT

CURRENT

FULL PRICE	FULL PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR	RJR
RJR	RJR	RJR	ATC
LOR	B&W	B&W	ATC
LOR	B&W	PM	ATC
PM	PM	PM	ATC
PM	PM	PM (7 rows) L&M (5 rows)	L&M
Front 4 ft.(13 Rows)	Front 4 ft.(13 Rows)	Front 4 ft.(13 Rows)	Front 4 ft.(13 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	91	29.3%	91	$273.00	0	$0.00	$3,276.00
PM	42.9%	49.3%	23.5%	85	27.3%	85	$209.00	0	$0.00	$2,508.00
LOR	10.6%	13.8%	1.2%	26	8.4%	26	$106.00	0	$0.00	$1,272.00
B&W	8.0%	5.0%	17.0%	39	12.5%	39	$126.75	0	$0.00	$1,521.00
ATC	6.9%	5.2%	12.1%	52	16.7%	52	$162.00	0	$0.00	$1,944.00
L&M	2.3%	1.5%	4.6%	18	5.8%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	311	100.0%	311	$932.75	0	$0.00	$11,193.00

Approved by: _____ **Date:** _____

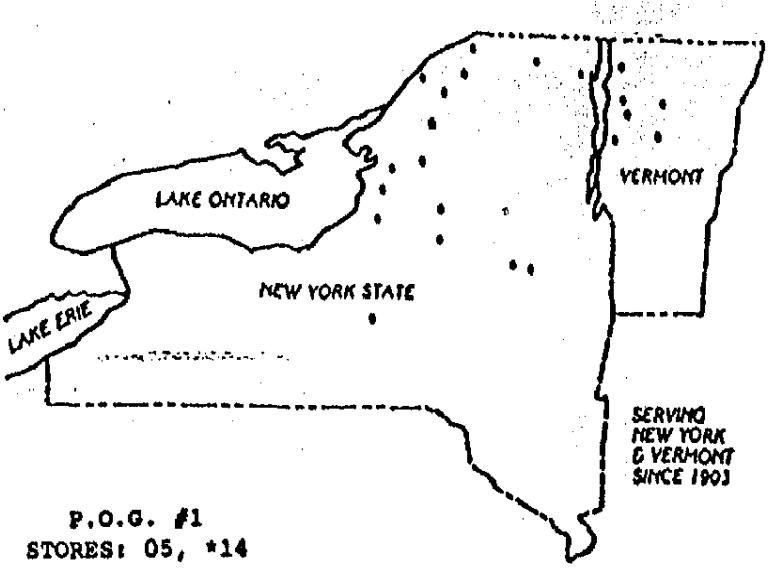
51860 8282

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

Kinney Drugs

KINNEY DRUGS, INC.

29 MAIN STREET
GOUVERNEUR, NY 13642
(315) 287-1500



P.O.G. #1
STORES: 05, *14

RJR	RJR	RJR
RJR	RJR	RJR
PM	LOR	LOR
PM	ATC	B&W
PM	ATC	B&W
PM	ATC	L&M
PM	PM	L&M
3'	3'	3'

COMPANY	ROWS
RJR	54
LOR	18
B&W	18
ATC	27
L&M	18
PM	54

*

B&W
B&W
B&W
B&W
B&W

B&W PERMANENT FLOOR DISPLAY
5 SHELVES, 5 ROWS

AUTHORIZED BY: Bob Johnson
Mr. Bob Johnson

7-12-93
Date

51860 8283

8-18-93

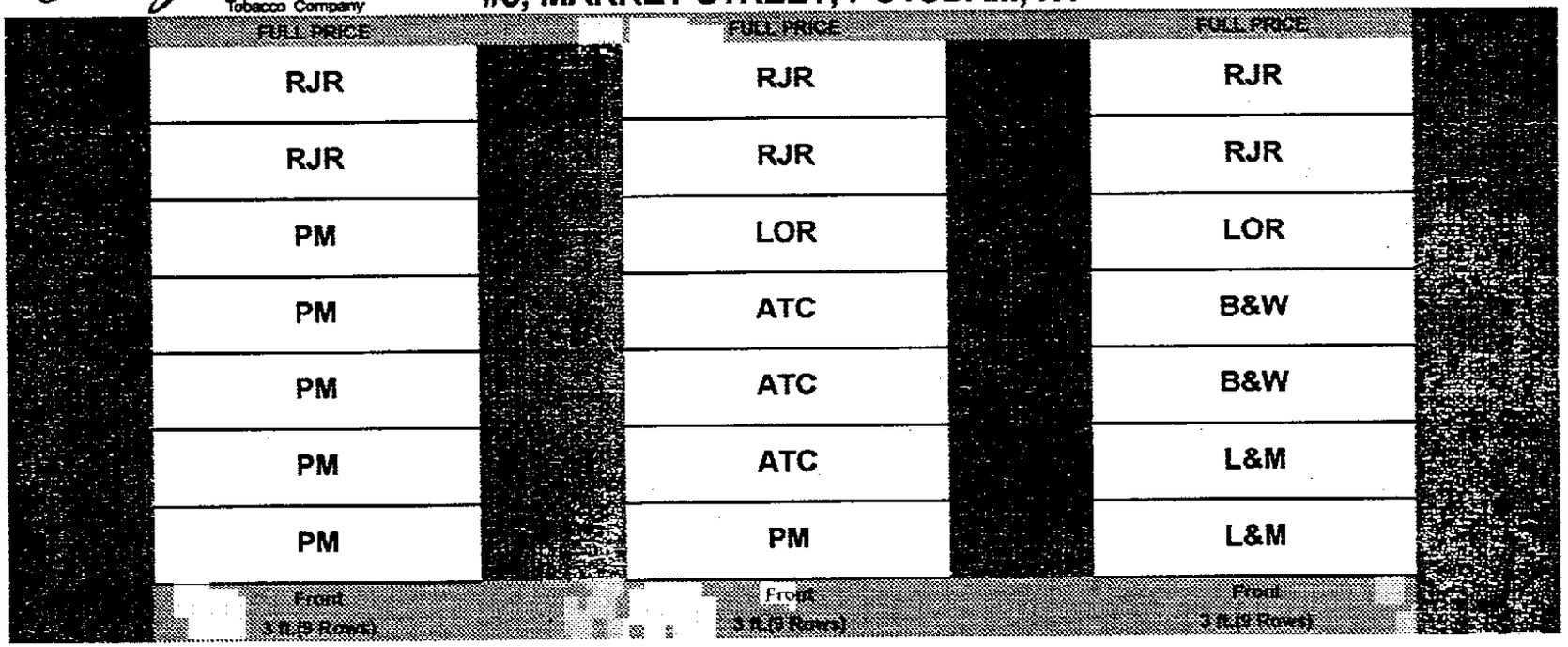
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#5, MARKET STREET, POTSDAM, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	54	28.6%	54	$162.00	0	$0.00	$1,944.00
PM	42.9%	49.3%	23.5%	54	28.6%	54	$0.00	0	$0.00	$0.00
LOR	10.6%	13.8%	1.2%	18	9.5%	18	$66.00	0	$0.00	$792.00
B&W	8.0%	5.0%	17.0%	18	9.5%	18	$58.50	0	$0.00	$702.00
ATC	6.9%	5.2%	12.1%	27	14.3%	27	$87.00	0	$0.00	$1,044.00
L&M	2.3%	1.5%	4.6%	18	9.5%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	189	100.0%	189	$429.50	0	$0.00	$5,154.00

Approved by: _____ **Date:** _____

51860 8284

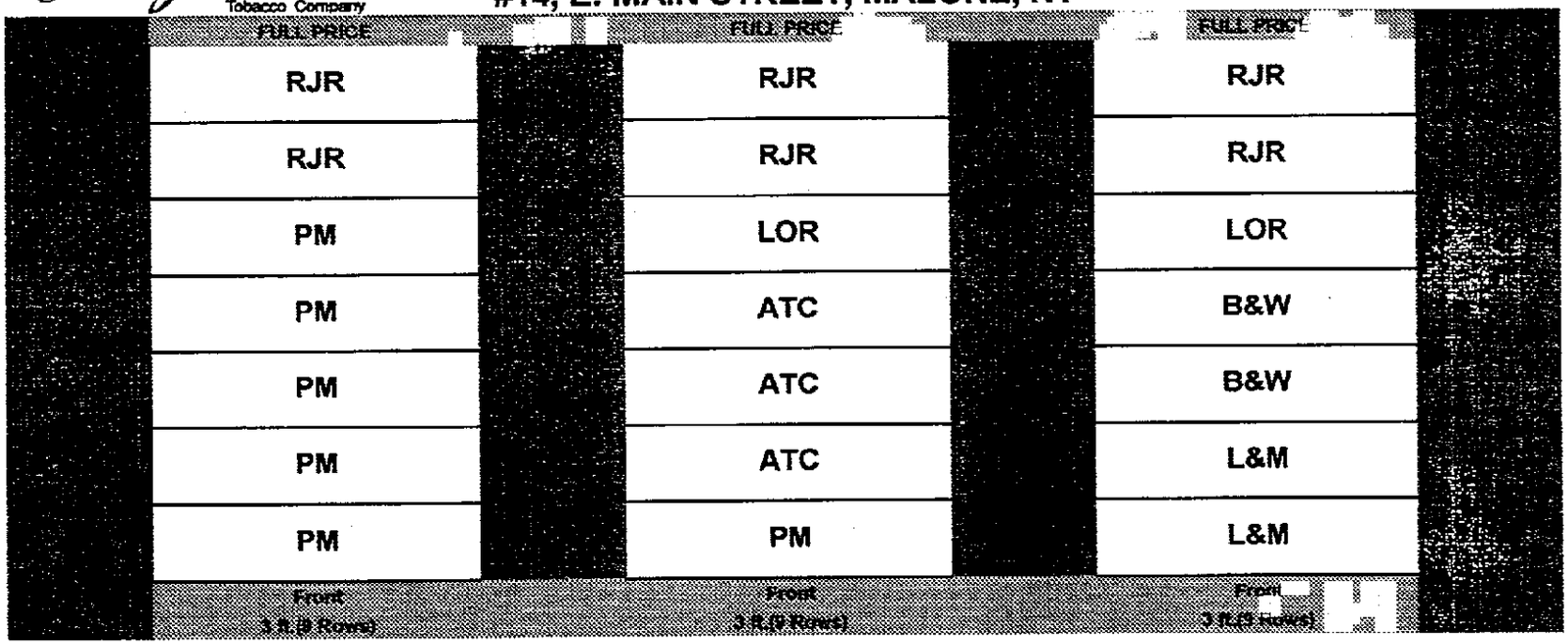
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#14, E. MAIN STREET, MALONE, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	54	28.6%	54	$162.00	0	$0.00	$1,944.00
PM	42.9%	49.3%	23.5%	54	28.6%	54	$0.00	0	$0.00	$0.00
LOR	10.6%	13.8%	1.2%	18	9.5%	18	$66.00	0	$0.00	$792.00
B&W	8.0%	5.0%	17.0%	18	9.5%	18	$58.50	0	$0.00	$702.00
ATC	6.9%	5.2%	12.1%	27	14.3%	27	$87.00	0	$0.00	$1,044.00
L&M	2.3%	1.5%	4.6%	18	9.5%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	189	100.0%	189	$429.50	0	$0.00	$5,154.00

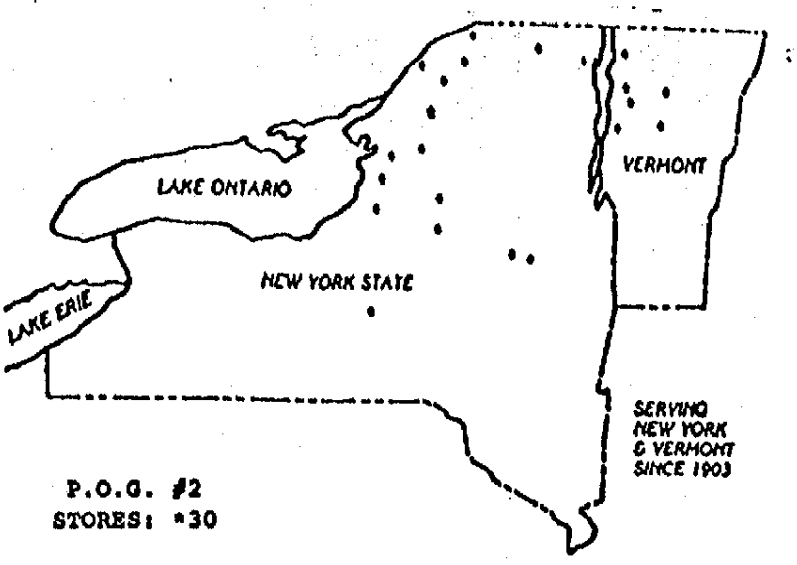
Approved by: _____ **Date:** _____

51860 8285

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

Kinney Drugs

KINNEY DRUGS, INC.
29 MAIN STREET
GOUVERNEUR, NY 13642
(315) 287-1500



P.O.G. #2
STORES: #30

RJR	RJR	RJR	RJR
L&M	RJR	RJR *	RJR
CANADIAN	LOR	LOR	L&M
CANADIAN	B&W	B&W	B&W
PM	ATC	ATC	ATC
PM	PM	ATC	ATC
PM	PM	PM	PM
3'	4'	4'	3'

COMPANY	ROWS
RJR	79
LOR	26
B&W	35
ATC	57
L&M	18
PM	75

*
B&W
B&W
B&W
B&W
B&W

B&W PERMANENT FLOOR DISPLAY
5 SHELVES, 5 ROWS

AUTHORIZED BY: Bob Johnson
Mr. Bob Johnson
7-12-93
Date

51860 8286

8-18-93

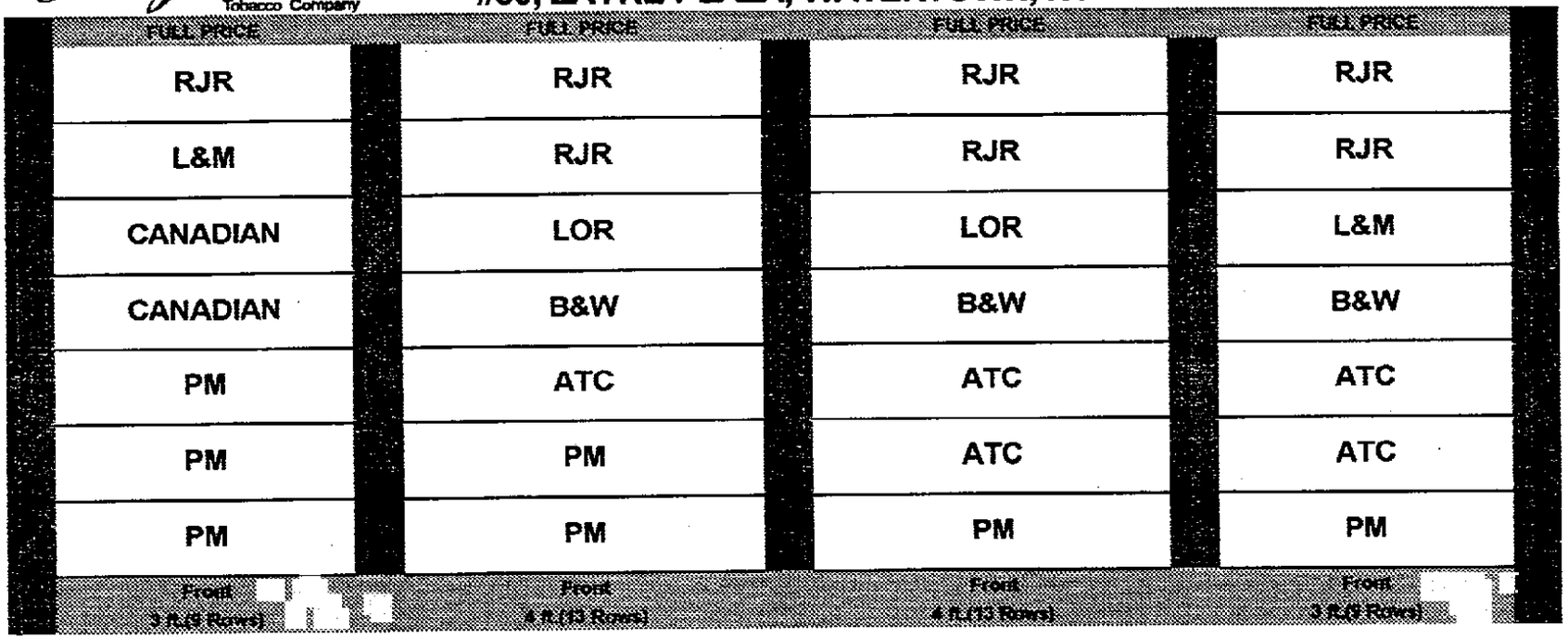
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#30, ZAYRE PLAZA, WATERTOWN, NY

CURRENT



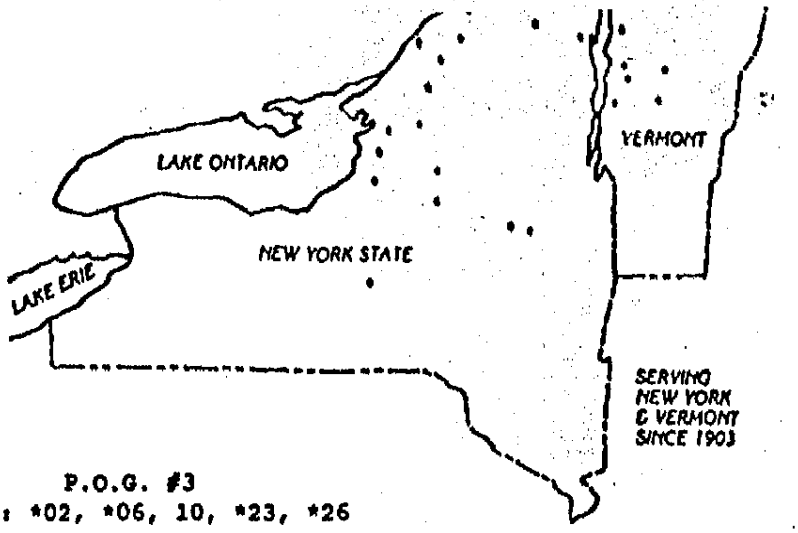
	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	79	25.6%	79	$237.00	0	$0.00	$2,844.00
PM	42.9%	49.3%	23.5%	75	24.4%	75	$169.00	0	$0.00	$2,028.00
LOR	10.6%	13.8%	1.2%	26	8.4%	26	$106.00	0	$0.00	$1,272.00
B&W	8.0%	5.0%	17.0%	35	11.4%	35	$113.75	0	$0.00	$1,365.00
ATC	6.9%	5.2%	12.1%	57	18.5%	57	$174.50	0	$0.00	$2,094.00
L&M	2.3%	1.5%	4.6%	18	5.8%	18	$56.00	0	$0.00	$672.00
Other				18	5.8%	18		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	308	100.0%	308	$856.25	0	$0.00	$10,275.00

Approved by: _____ **Date:** _____

51860 8287

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

KINNEY DRUGS, INC.
29 MAIN STREET
GOUVERNEUR, NY 13642
(315) 287-1500



P.O.G. #3
STORES: *02, *06, 10, *23, *26

VALUE CENTER

RJR	RJR	RJR
RJR	RJR	RJR
LOR	B&W	B&W
LOR	ATC	ATC
PM	ATC	L&M
PM	ATC	L&M
PM	PM	PM
4'	4'	3'

COMPANY	ROWS
RJR	70
LOR	26
B&W	22
ATC	48
L&M	18
PM	61

*
B&W
B&W
B&W
B&W
B&W

B&W PERMANENT FLOOR DISPLAY
5 SHELVES, 5 ROWS

AUTHORIZED BY: Bob Johnson
Mr. Bob Johnson
7-12-93
Date

51860 8288

8-18-93

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

R J Reynolds Tobacco Company

KINNEY DRUG

#2, SARANAC LAKE, NY

CURRENT

SAVINGS PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR
RJR	RJR	RJR
LOR	B&W	B&W
LOR	ATC	ATC
PM	ATC	L&M
PM	ATC	L&M
PM	PM	PM
Front 4 ft.(13 Rows)	Front 4 ft.(13 Rows)	Front 3 ft.(8 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	70	28.6%	44	$132.00	26	$94.00	$2,712.00
PM	42.9%	49.3%	23.5%	61	24.9%	22	$0.00	39	$140.00	$1,680.00
LOR	10.6%	13.8%	1.2%	26	10.6%	0	$0.00	26	$0.00	$0.00
B&W	8.0%	5.0%	17.0%	22	9.0%	22	$71.50	0	$0.00	$858.00
ATC	6.9%	5.2%	12.1%	48	19.6%	48	$152.00	0	$0.00	$1,824.00
L&M	2.3%	1.5%	4.6%	18	7.3%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	245	100.0%	154	$411.50	91	$234.00	$7,746.00

Approved by: _____ **Date:** _____

518608289

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#6, CARTHAGE, NY

CURRENT

SAVINGS PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR
RJR	RJR	RJR
LOR	B&W	B&W
LOR	ATC	ATC
PM	ATC	L&M
PM	ATC	L&M
PM	PM	PM
Front 4 ft (13 Rows)	Front 4 ft (13 Rows)	Front 3 ft (9 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	70	28.6%	44	$132.00	26	$94.00	$2,712.00
PM	42.9%	49.3%	23.5%	61	24.9%	22	$0.00	39	$140.00	$1,680.00
LOR	10.6%	13.8%	1.2%	26	10.6%	0	$0.00	26	$0.00	$0.00
B&W	8.0%	5.0%	17.0%	22	9.0%	22	$71.50	0	$0.00	$858.00
ATC	6.9%	5.2%	12.1%	48	19.6%	48	$152.00	0	$0.00	$1,824.00
L&M	2.3%	1.5%	4.6%	18	7.3%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	245	100.0%	154	$411.50	91	$234.00	$7,748.00

Approved by: _____ **Date:** _____

51860 8290

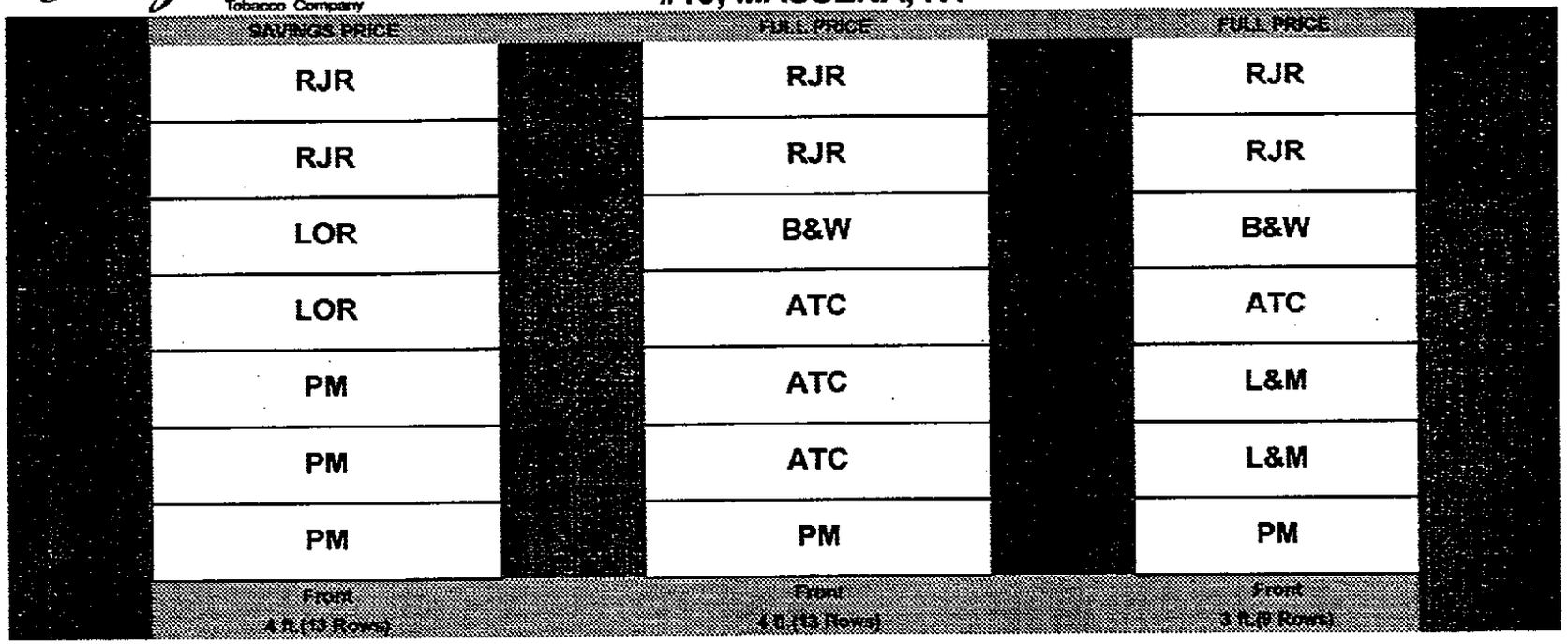
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#10, MASSENA, NY

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Savings Price Annual Payment
RJR	29.4%	25.3%	41.7%	70	28.6%	44	$132.00	26	$94.00	$2,712.00
PM	42.9%	49.3%	23.5%	61	24.9%	22	$0.00	39	$140.00	$1,680.00
LOR	10.6%	13.8%	1.2%	26	10.6%	0	$0.00	26	$0.00	$0.00
B&W	8.0%	5.0%	17.0%	22	9.0%	22	$71.50	0	$0.00	$858.00
ATC	6.9%	5.2%	12.1%	48	19.6%	48	$152.00	0	$0.00	$1,824.00
L&M	2.3%	1.5%	4.6%	18	7.3%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	245	100.0%	154	$411.50	91	$234.00	$7,746.00

Approved by: _____ Date: _____

51860 8291

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

RJ Reynolds Tobacco Company

KINNEY DRUG

#23, MORRISVILLE, VT

CURRENT

SAVINGS PRICE	FULL PRICE	FULL PRICE
RJR	RJR	RJR
RJR	RJR	RJR
LOR	B&W	B&W
LOR	ATC	ATC
PM	ATC	L&M
PM	ATC	L&M
PM	PM	PM
Front 4 ft.(13 Rows)	Front 4 ft.(13 Rows)	Front 3 ft.(9 Rows)

	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	70	28.6%	44	$132.00	26	$94.00	$2,712.00
PM	42.9%	49.3%	23.5%	61	24.9%	22	$0.00	39	$140.00	$1,680.00
LOR	10.6%	13.8%	1.2%	26	10.6%	0	$0.00	26	$0.00	$0.00
B&W	8.0%	5.0%	17.0%	22	9.0%	22	$71.50	0	$0.00	$858.00
ATC	6.9%	5.2%	12.1%	48	19.6%	48	$152.00	0	$0.00	$1,824.00
L&M	2.3%	1.5%	4.6%	18	7.3%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	245	100.0%	154	$411.50	91	$234.00	$7,746.00

Approved by: _____ **Date:** _____

51860 8292

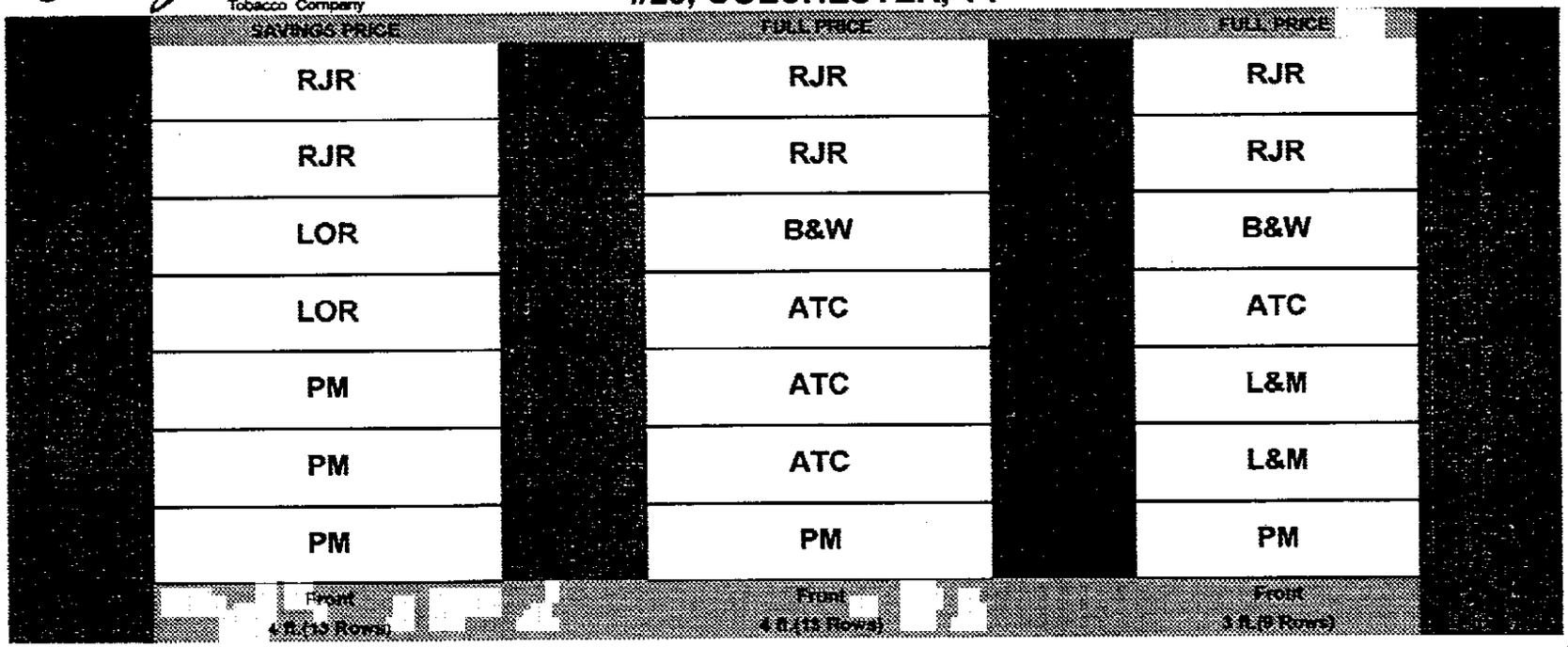
Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000

R.J. Reynolds Tobacco Company

KINNEY DRUG

#26, COLCHESTER, VT

CURRENT



	Total Market Share	Full Price Share	Savings Price Share	Total Rows	% of Rows	Full Price Rows	Full Price Monthly Payment	Savings Price Rows	Savings Price Monthly Payment	Annual Payment
RJR	29.4%	25.3%	41.7%	70	28.6%	44	$132.00	26	$94.00	$2,712.00
PM	42.9%	49.3%	23.5%	61	24.9%	22	$0.00	39	$140.00	$1,680.00
LOR	10.6%	13.8%	1.2%	26	10.6%	0	$0.00	26	$0.00	$0.00
B&W	8.0%	5.0%	17.0%	22	9.0%	22	$71.50	0	$0.00	$858.00
ATC	6.9%	5.2%	12.1%	48	19.6%	48	$152.00	0	$0.00	$1,824.00
L&M	2.3%	1.5%	4.6%	18	7.3%	18	$56.00	0	$0.00	$672.00
Other				0	0.0%	0		0	$0.00	$0.00
Total	100.0%	100.0%	100.0%	245	100.0%	154	$411.50	91	$234.00	$7,746.00

Approved by: _____ **Date:** _____

51860 8293

Source: https://www.industrydocuments.ucsf.edu/docs/rndn0000